



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-924

Tehama County, CA

Imagine living in a quiet, rural town with an ideal climate and a stable, diversified economy with agricultural influence. Imagine being able to purchase a successful, highly esteemed dental practice in this community! *We are offering such a practice—one that every dentist aspires to, which sets the bar for excellence! In addition to community involvement and marketing presence, this stellar practice' growth is generated by word-of-mouth referrals of top-notch care delivered by knowledgeable staff in a warm and caring environment. **Don't miss this ideal opportunity to raise your family and write your own success story here!***

Established for 20 years, the large, stable patient base consists of 2nd and 3rd generation of family members who have been loyal patients. Seller treats an average of 10-12+ patients per day with 2 hygienists each averaging 8 patients per day offering 8 days of hygiene/per week. The Practice welcomes an average of 27–32 new patients per month.

This spacious office is centrally located in an attractive, well-maintained, long-established, single-story, free standing Professional Building with ample parking and pristine, park-like landscaping, on major thoroughfare in a desirable corridor through town. It occupies 3,000 square feet and consists of 6 fully equipped Ops, Reception, Private office, Business office, Sterilization, Lab, Staff Lounge, Storage and 3 Restrooms.

Full Price: \$495,000

Real Estate: \$455,000

For further details or on-site visit, please contact:

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

GN-924

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$495,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 6	8 – 5	12 – 8	8 – 5		
Doctor's Hours		8:30 – 5	8:30 – 5	1 – 8	8:30 - 5		
Hygienist Hours		8 – 5 x2	8 – 5 x2	12 – 8 x2	8 – 5 x2		
Type of Practice:	General			Reason for Selling:			Retirement
Years established:	Since 1981			Days worked past 12 months:			
OFFICE SPACE & LEASE INFORMATION							
Is the building/suite owned?	Yes			Is building available for purchase?	Yes		
Is the space leased?	N/A			Is lease renewable?	Is lease assignable?		
Term of Lease:	Seller owns building			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month	Seller owns building			Common area, maintenance fees /taxes included?			
If not included, current amount paid?				Are utilities included?			
Is the rent considered above, below or at fair market value?	Seller owns building						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 3,000 sq ft		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	Yes
3D Imager:							
Description of office building, Location and attributes of practice (a brief description):	Centrally located attractive, well-maintained, long-established, single-story, free-standing, remodeled building w/ ample parking and mature, pristine, park-like landscaping, off major thoroughfare in highly desirable corridor through town w enviable signage, visibility and accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	23	Diagnostic	16	Adjunctive	.6	Dentures	10
General Operative	17	Endo	6	Ortho/TMJ	0	Perio	1
Oral Surgery	4.4	Cosmetic & Crown/Bridge		22	Implant		

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 35% Insurance/PPO 65% Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Yes** If Yes, _____Delta PPO Y **Delta Premier**

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier**

Cigna, Humana, MetLife, Connection Dental

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: ~ **27 – 32**

Average number of patients per day? Per-Doctor: ~ **8 – 12+** Per-Hygienist: **8**

Hygiene days per week: **8 days** Percentage of Production by Hygiene: ~ **27 %**

Average age of patients: **Patient base: multi-generational families w full range of family ages**

Does the office have Nitrous Oxide? **Yes, plumbed but not currently in use**

Type of recall system used? **Prescheduling**

Number of recalls per month?

What types of Practice Promotions? **Increased online footprint, Promotional video, new Website, with links to Social Media Facebook and Chamber of Commerce, Community presence and involvement**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **Remodeled, All Equipment in excellent functional condition**

Average age of Equipment: ~ 20 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Chairside	4 days/wk	28 yrs		
Dental Hygiene	4 days/wk	20 yrs		
Dental Hygiene	4 days/wk	18 yrs		
Insurance Billing	4 days/wk	Mar 2018		
Reception	4 days/wk	Feb 2018		
Chairside	4 days/wk	June 2018		

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 867,346 *P&L 2017 \$ 720,208 2016 \$705,876

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? Is pegboard or computer? **Computer**

What type of computer? **Server w 10 Workstations** What software? **Eaglesoft**

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.

